



Bruce S. Nathan

Partner

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With more than 35 years of experience in the bankruptcy and insolvency field, Bruce is a recognized leader nationwide in trade creditor rights and the representation of trade creditors in bankruptcy and other legal matters. He has represented trade and other unsecured creditors, unsecured creditors' committees, secured creditors, and other interested parties in many of the larger Chapter 11 cases that have been filed. Bruce also handles letters of credit, guarantees, security, consignment, bailment, tolling, and other agreements and legal credit issues for the credit departments of institutional clients.

Among his various legal recognitions, Bruce received the Top Hat Award in 2011, a prestigious annual award honoring extraordinary executives and professionals in the credit industry. He was co-chair of the Avoiding Powers Committee that worked with the American Bankruptcy Institute's (ABI) Commission to Study the Reform of Chapter 11, participated in ABI's Great Debates at their 2010 Annual Spring Meeting—arguing against repeal of the special BAPCPA protections for goods providers and commercial lessors—and was a panelist for a session sponsored by ABI. He is a frequent presenter at industry conferences throughout the country, as well as a prolific author regarding bankruptcy and creditors' rights topics in various legal and trade publications.

Bruce is a co-author of "Trade Creditor Remedies Manual: Trade Creditors' Rights under the UCC and the U.S Bankruptcy Code," published by ABI at the end of 2011. He has also contributed to *ABI Journal* and is a former member of ABI's Board of Directors and former co-chair of ABI's Unsecured Trade Creditors Committee.

HONORS & AWARDS

> **MFM-BCCA Rainmaker Award (2018)**

Recognizing members of the Media Financial Management Association whose efforts and contributions have aided the association's growth

> **New York Super Lawyers (2012-2017)**

Recognized for Bankruptcy work

NEWS & INSIGHTS

Publications

> July/August 2020

"Claims Buyers Beware: Your Shiny New Claim May Face Avoidance Risk," *Business Credit*

Bruce S. Nathan, Michael Papandrea

> June 2020

"A Victory Notched for Critical Vendors in Windstream Holdings," *Business Credit*

Bruce S. Nathan, Michael Papandrea

> May 28, 2020

"A Business Guide to Antitrust for Credit Professionals," *Lowenstein Sandler LLP; The Credit Research Foundation*

Jeffrey Blumenfeld, Bruce S. Nathan

> May 2020

"Seventh Circuit Upholds Chapter 11 Secured Lenders' Priority over Reclamation Claimants," *Business Credit*

Bruce S. Nathan, Michael Papandrea

> 1Q 2020

"Consignment Done Right: Perfect and Notify for Enforceable Rights in Bankruptcy," *The Credit & Financial Management Review (The Credit Research Foundation)*

Bruce S. Nathan, Scott Cargill, John P. Schneider

> April 1, 2020

"Preference Defense Primer Update: Diligence Can Pay Off!," *Business Credit*

Bruce S. Nathan, Michael Papandrea

> April 1, 2020

"When Financial Stress Turns to Distress—Restructuring Tools to Avoid Disaster Parts 1 and 2: Chapter 11 Checklist and What Else Is in the Toolbox,"

Kenneth A. Rosen, Bruce D. Buechler, Jeffrey Cohen, Jeffrey D. Prol, Andrew Behlmann, Eric Chafetz, Joseph J. DiPasquale, Michael S. Etkin, Robert M. Hirsh, Wojciech F. Jung, Bruce S. Nathan, Mary E. Seymour

> March 20, 2020

"Critical Checklists for Business Owners and Management to Mitigate Risk of Financial Distress During the COVID-19 Crisis," *Bankruptcy, Financial Reorganization & Creditors' Rights Client Alert*

Kenneth A. Rosen, Bruce D. Buechler, Jeffrey Cohen, Jeffrey D. Prol, Andrew Behlmann, Eric Chafetz, Joseph J. DiPasquale, Michael S. Etkin, Robert M. Hirsh, Wojciech F. Jung, Bruce S. Nathan, Mary E. Seymour

> March 2020

"Delaware District Court Affirms Bankruptcy Court's Rejection of Triangular Setoff as Impermissible in Bankruptcy," *Business Credit*

Bruce S. Nathan, Michael Papandrea

> February 2020

"Are Creditors with Partially Disputed Claims Eligible to Join an Involuntary Bankruptcy Petition? The Saga Continues...," *Business Credit*

Bruce S. Nathan, Michael Papandrea

> November/December 2019

"The Importance of a Proper Collateral Description in a UCC Financing Statement," *Business Credit*

Bruce S. Nathan, Michael Papandrea

> October 2019

"Cannabis and Banking...What You Need to Know as a Credit Executive," *CRF White Paper Brief*

Jeffrey D. Prol, Bruce S. Nathan, Andrew Behlmann, Jeremy D. Merkin

> September/October 2019

"The Limits of Joint Check Agreements as a Risk Mitigation Tool," *Business Credit*

Bruce S. Nathan, Eric Chafetz

> July/August 2019

"Consignment the Wrong Way: The Unfortunate Plight of the Unperfected Consignor," *Business Credit*

Bruce S. Nathan, Michael Papandrea

> June 2019

"Unperfected Consignors Be Warned: You Could Lose Your Goods and Proceeds," *Business Credit*

Bruce S. Nathan, Michael Papandrea

> May 2019

"Is the Preference New Value Defense Limited to Unpaid New Value? The Saga Continues," *Business Credit*

Bruce S. Nathan, Michael Papandrea

> 1Q 2019

"Paid New Value Does Not Count as a Preference Defense – The Last Frontier," *CRF News*

Bruce S. Nathan, Scott Cargill

> April 2019

"Are Creditors With Partially Disputed Claims Eligible to Join an Involuntary Bankruptcy Petition? Yes and No!," *Business Credit*

Bruce S. Nathan, Michael Papandrea

> March 2019

"Consignment Without a UCC Filing? What Secured Lenders Know Can Hurt Them," *Business Credit*

Bruce S. Nathan, Michael Papandrea

> March 2019

"Trade Creditor's Risk-Mitigation Tools and Remedies Manual," *American Bankruptcy Institute*

Bruce S. Nathan, Scott Cargill, Eric Chafetz, Lowell A. Citron, Theodore C. Sica, Marc S. Kurzweil

> February 2019

"Triangular Setoff Rights Again Don't Pass Muster in Bankruptcy," *Business Credit*

Bruce S. Nathan

> January 2019

"Critical Vendor Defense to a Preference Claim? Not so Fast!," *Business Credit*

Bruce S. Nathan

- > 4Q 2018
"The Pitfalls of Using Browsewrap Agreements for E-Transactions," *CRF News*
 Bruce S. Nathan, Andrew Behlmann, Michael Papandrea
- > November/December 2018
"Eleventh Circuit Approves Paid New Value Defense to Preference Liability," *Business Credit*
 Bruce S. Nathan, Michael Papandrea
- > Q3 2018
"A U.S. Circuit Court of Appeals Sweetens Creditors' New Value Preference Defense," *CRF News*
 Bruce S. Nathan
- > October 2018
"Rethinking Reclamation as a Trade Creditor Remedy," *American Bankruptcy Institute Journal*
 Bruce S. Nathan, Scott Cargill
- > September/October 2018
"Nonconsensual Release of Claims Against Non-Debtor Guarantors Approved in Chapter 15 Case," *Business Credit*
 Bruce S. Nathan, Michael Papandrea
- > July/August 2018
"Payment Pressure Can Be Hazardous to Your Ordinary Course of Business Preference Defense," *Business Credit*
 Bruce S. Nathan, Eric Chafetz
- > June 28, 2018
"Prudent Collection Action May Be Hazardous to Your Preference Defense," *CRF Special Educational Brief*
 Bruce S. Nathan, Michael Papandrea
- > June 2018
"Consignment the Wrong Way: Recovery Still Possible," *Business Credit*
 Bruce S. Nathan
- > May 2018
"The Continuing Conflict Between Secured Lender and Reclamation Rights," *Business Credit*®
 Bruce S. Nathan
- > 1Q 2018
"Trade Credit Insurance as Protection from Bankruptcy Preference Risk: Negotiating for the Broadest Coverage," *CRF News*
 Bruce S. Nathan, James Stewart
- > April 2018
"Bankruptcy Court's Stay of Litigations Against Non-Debtors: An Unusual Circumstance?," *Business Credit*®
 Bruce S. Nathan, Eric Chafetz
- > March 2018
"A Creditor with a Partially Disputed Claim Risks Disqualification from an Involuntary Petition," *Business Credit*
 Bruce S. Nathan, Eric Chafetz
- > February 2018
"A Chapter 11 Debtor's Right to Use Cash Collateral Trumps PACA Trust Rights," *Business Credit*®
 Bruce S. Nathan, Eric Chafetz
- > January 2018
"The Subsequent New Value Preference Defense for Services: A Practical Approach," *Business Credit*®
 Bruce S. Nathan, Eric Chafetz
- > December 2017
"Third Circuit Applies Plain Meaning to "Receipt" Under §503(b)(9)," *American Bankruptcy Institute Journal*
 Bruce S. Nathan, Scott Cargill
- > November/December 2017
"Construction Suppliers Beware: The Bankruptcy Code's Automatic Stay May Bar Post-Petition Perfection of Your Lien Rights," *Business Credit*
 Bruce S. Nathan, Eric Chafetz
- > September/October 2017
"Receipt under Section 503(b)(9) Means Physical Receipt: A Mixed Bag for Trade Creditors," *Business Credit*
 Bruce S. Nathan, Eric Chafetz
- > July 20, 2017
"Receipt Under Section 503(b)(9) Means Actual Physical Possession of Goods: A Victory for the Trade," *NACM eNews*

Bruce S. Nathan, Eric Chafetz

> July/August 2017

"Impact of Cross-Border Court-to-Court Communications on U.S. Creditors' Rights," *Business Credit*

Phillip J. Gross, Bruce S. Nathan

> June 2017

"Can UCC Stoppage of Delivery Rights Trump a Debtor's Secured Lender? The Sports Authority Saga Continues!," *Business Credit*

Bruce S. Nathan, Eric Chafetz

> May 2017

"Another Highly Charged Court Decision That Electricity is a 'Good' Entitled to Section 503(b)(9) Administrative Priority Status," *Business Credit*

Bruce S. Nathan,

> May 2017

"Jevic: U.S. Supreme Court Strikes Down Nonconsensual 'Structured Dismissals' That Violate Bankruptcy Priority Rules," *Business Credit*

Bruce S. Nathan, Phillip J. Gross

> April 2017

"Less is More When Perfecting a Security Interest," *Business Credit*

Bruce S. Nathan, Eric Chafetz

> March 23, 2017

"Jevic: Supreme Court Invalidates Non-Consensual 'Structured Dismissals,' But Critical Vendor Orders, First-Day Wage Orders, DIP Financing 'Roll-Ups,' and Interim Settlement Distributions Remain Undisturbed," *Bankruptcy, Financial Reorganization & Creditors' Rights Client Alert*

Bruce D. Buechler, Bruce S. Nathan, Phillip J. Gross

> March 2017

"The Ninth Circuit's Yellowstone Decision Increases Protection for Creditors' Committee Members," *Business Credit*

Bruce S. Nathan

> February 10, 2017

"Another Court Rules Electricity is a 'Good' Entitled to Bankruptcy Code Priority," *NACM eNews*

Bruce S. Nathan, Scott Cargill

> February 2017

"The Strict Compliance Requirement for Letters of Credit Is Really Strict," *Business Credit*

Bruce S. Nathan, Eric Chafetz

> January 2017

"U.S. Supreme Court Questions Constitutionality of New York Credit Card Surcharge Ban as a Regulation of Commercial Speech," *CRF News*

Bruce S. Nathan, Andrew Behlmann

> January 2017

"A New Preference Defense?," *Business Credit*

Bruce S. Nathan,

> 4th Quarter 2016

"What Constitutes Sufficient Notification of a Security Interest to Cut Off Trade Creditors' Setoff Rights?," *CRF News*

Bruce S. Nathan,

> November/December 2016

"Court Ruling a Reprieve for Bankruptcy Reclamation Rights?," *Business Credit*

Bruce S. Nathan, ,

> 3rd Quarter 2016

"Cautionary Tale for Section 503(b)(9) Claimants: Filing a Proof of Claim Might Thwart Recovery," *CRF News*

Bruce S. Nathan,

> 3rd Quarter 2016

"A Little More You Need to Know About the 'Ordinary Course of Business' and 'New Value' Preference Defenses," *The Credit and Financial Management Review*

Bruce S. Nathan, , Eric Chafetz,

> September/October 2016

"Mind Your Ts and Cs (Terms & Conditions)," *Business Credit*

Bruce S. Nathan, Lowell A. Citron,

> October 2016

"Purchasing Claims Free and Clear of a Debtor's Defenses," *American Bankruptcy Institute Journal*

Bruce S. Nathan, Scott Cargill

- > July/August 2016
"A Preference Split Decision on the New Value and Ordinary Course of Business Defenses: Win Some, Lose Some!," *Business Credit*
 Bruce S. Nathan, Eric Chafetz
- > July 7, 2016
"Second Circuit Overturns Visa/MasterCard Antitrust Settlement," *NACM eNews*
 Bruce S. Nathan
- > 2nd Quarter 2016
"The Benefits of Properly Documenting a Consignment Transaction and the Potential for Recovery by Creditors That Don't!," *CRF News*
 Bruce S. Nathan, ,
- > June 2016
"U.S. Supreme Court's Split Decision on Enforceability of Spousal Guarantee Limits," *Business Credit*
 Bruce S. Nathan
- > May 2016
"Petitioning Creditor Eligibility to Join an Involuntary Bankruptcy Petition," *Business Credit*
 Bruce S. Nathan, Eric Chafetz
- > 1st Quarter 2016
"Social Media: The New Reality for Credit Professionals," *CRF News*
 Bruce S. Nathan, Mary J. Hildebrand CIPP/US/E
- > March/April 2016
"Spotting the Sinking Ships," *The Financial Manager*
 Bruce S. Nathan, Kenneth A. Rosen, Scott Cargill
- > April 2016
"The Timing of Receipt of Goods in International Transactions Could Be Hazardous to Section 503(b)(9) Priority Status," *Business Credit*
 Bruce S. Nathan, Eric Chafetz
- > March 2016
"Letter of Credit Coverage of Preference Risk: Overcoming a Fraud Injunction," *Business Credit*
 Bruce S. Nathan, Eric Chafetz
- > February 2016
"Petitioning Creditors Beware," *Business Credit*
 Bruce S. Nathan, Eric Chafetz
- > January 2016
"More Shocking Developments on Whether Electricity Is a Good Entitled to Section 503(b)(9) Administrative Priority Status," *Business Credit*
 Bruce S. Nathan, Eric Chafetz

In the Media

- > July 3, 2020
 Lowenstein's retention as counsel to the Official Committee of Unsecured Creditors in the Chapter 11 bankruptcy case of **Maines Paper & Food Service, Inc.** is highlighted in the **Global Legal Chronicle**. The Lowenstein team includes **Jeffrey Cohen, Bruce S. Nathan, Jeffrey D. Prol,** and **Lindsay H. Sklar**. [View Lowenstein's news announcement about this retention.](#)
- > May 15, 2018
 The **Radio+Television Business Report** and **Broadcasting & Cable** note **Bruce S. Nathan** as a recipient of the MFM-BCCA Rainmaker Award.
- > March 26, 2018
 The **Global Legal Chronicle** highlights Lowenstein Sandler's selection as legal counsel to represent Fibrant LLC's Official Committee of Unsecured Creditors in its Chapter 11 bankruptcy proceedings. The article lists **Jeffrey D. Prol** and **Bruce S. Nathan** as leaders of the Lowenstein team.
- > February 26, 2018
 The **Global Legal Chronicle** highlights Lowenstein's being selected as legal counsel to handle the Chapter 11 bankruptcy proceedings of the Official Committee of Unsecured Creditors of Cenveo Inc. The article lists **Kenneth A. Rosen, Mary E. Seymour, Bruce D. Buechler, Bruce S. Nathan,** and **Eric Chafetz** as the Lowenstein team.
- > July 27, 2017
Bruce S. Nathan is quoted in **TVNewsCheck** regarding a recent United States Supreme Court decision involving the constitutionality of credit card surcharges being passed on to customers by trade creditors.
- > February 6, 2017
Bruce S. Nathan is quoted in **The Finance, Credit, International Business Association's Newsletter** regarding recent cross-border guidelines adopted by the Supreme Court of Singapore and the U.S. Bankruptcy Court for the District of Delaware to improve the communication and coordination between the courts in multinational insolvency proceedings pending in these jurisdictions.

- > January 26, 2017
Bruce S. Nathan is quoted in **NACM eNews** regarding the effect of prepackaged and prearranged Chapter 11 plans on unsecured creditors in the energy, metals, and mining sectors, which has burdened unsecured creditors to respond to protect their interests in a very short timeframe.
- > June 2016
Bruce S. Nathan is quoted in **Business Credit**, attributing the increase of prepackaged Chapter 11 cases as a response to changes in the bankruptcy code in 2005 and the recession in 2008.
- > March 24, 2016
Bruce S. Nathan comments in **NACM eNews** regarding the U.S. Supreme Court's affirmance of the elimination of limits on creditors' ability to garner a spousal guarantee.
- > January 21, 2016
Bruce S. Nathan is quoted in **NACM eNews** regarding the tenuous financial condition of certain large retailers, and the risks facing credit professionals in 2016 when making their credit decisions in sales to such retailers.

SPEAKING ENGAGEMENTS

- > Presenter, **Bankruptcy Update in the Midst of COVID-19**, Media Finance Focus Virtual Conference, Webinar, July 28, 2020
- > Presenter, **Potential Onslaught of Bankruptcy Filings**, National Media Credit Professionals (NMCP), Webinar, June 9, 2020
- > Presenter, **Terms of (Un)endearment: Evaluating and Responding to Customer Terms Pushback**, Business Credit Intelligence, Webinar, May 14, 2020
- > Presenter, **Terms of (Un)endearment - Evaluating and Responding to Customers' Efforts to Obtain Extended Credit Terms**, Business Credit Intelligence, Webinar, May 14, 2020
- > Presenter, **Bankruptcy Bootcamp In Anticipation Of An Upcoming Insolvency Wave**, National Association of Credit Management, Webinar, April 27, 2020
- > Presenter, **Trade Creditor Strategies in Anticipation of COVID-19's Upcoming Bankruptcy Wave**, ABC-Amega, Webinar, April 14, 2020
- > Presenter, **Webinar Series: COVID-19 and Credit Risk Management**, Lowenstein Sandler LLP, Webinar, April 6-8, 2020
- > Speaker, **No Longer Business as Usual? What Boards of Directors and General Counsel Need to Know About Running a Business During a Pandemic**, Lowenstein Sandler LLP, Webinar, March 20, 2020
- > Speaker, **No Longer Business As Usual? Key Legal Advisors Discuss And Answer Questions On How To Respond to COVID-19 Related Issues**, Lowenstein Sandler, March 20, 2020
- > Presenter, **Corporate Restructuring and The Trade Creditor**, National Chemical Credit Association Educational Conference, Orlando, FL, February 18, 2020
- > Presenter, **Trade Creditor Strategies in Anticipation of and in Response to Troubled Company's Bankruptcy Filing**, National Chemical Credit Association Educational Conference, Orlando, FL, February 18, 2020
- > Presenter, **The Perfect Storm: Preparing for and Dealing with The Upcoming Corporate Debt Crisis**, National Association of Credit Management, Webinar, December 2, 2019
- > Presenter, **Terms of (Un)endearment: Evaluating and Responding to Customers' Efforts to Obtain Extended Credit Terms**, Federation of Credit and Financial Professionals Webinar, November 13, 2019
- > Presenter, **Consignment Overview**, ABC-Amega Webinar, November 12, 2019
- > Presenter, **Risks Associated With a Changing Global Trade Landscape and Tariffs in a Volatile 2019**, Credit Research Foundation Webinar, November 7, 2019
- > Presenter, **Consignment Overview**, NACM Book Publishers Credit Group, New York, NY, November 6, 2019
- > Presenter, **Chapter 11 Bootcamp: What the Credit Team Needs to Know**, Western Credit Conference/CFDD National Conference, Portland, OR, October 25, 2019
- > Presenter, **Risks Associated with Changing Global Landscape and Import Tariffs**, Western Credit Conference/CFDD National Conference, Portland, OR, October 24, 2019
- > Presenter, **Shielding Your Bottom Line From the Upcoming Corporate Debt and Financial Crisis**, NACM Connect Credit Fiesta Conference, Rolling Meadows, IL, October 17, 2019
- > Presenter, **Credit Bootcamp: What the Credit Team Needs to Know**, NACM Connect Credit Fiesta Conference, Rolling Meadows, IL, October 17, 2019
- > Presenter, **Hot Bankruptcy and Other Insolvency Issues Facing Trade Creditors**, Polymer Distribution Group Annual Credit Meeting, New York, NY, October 16, 2019
- > Presenter, **Terms of (Un)endearment: Evaluating and Responding to Customers' Efforts To Obtain Extended Credit Terms**, National Association of Credit Management Book Publishers Credit Group, New York, NY, October 2, 2019
- > Presenter, **Shielding Your Bottom Line From the Upcoming Corporate Debt and Financial Crisis**, Credit Research Foundation Webinar, September 25, 2019
- > Speaker, **Reducing Trade and Compliance Risks in a Volatile 2019**, The National Chemical Credit Association (NCCA) September Quarterly Meeting, Charlotte, NC, September 19-20, 2019
- > Presenter, **Reducing Trade and Compliance Risks in a Volatile 2019**, National Chemical Credit Association, Sponsored by: ABC Amega Inc., Charlotte, NC, September 19, 2019
- > Presenter, **Terms of (Un)endearment: Evaluating and Responding to Customer Terms Pushback**, ABC-Amega Webinar, September 10, 2019

- > Presenter, **Reducing Trade and Compliance Risks in a Volatile 2019**, National Association of Credit Management Connect, Chicago, IL, August 21, 2019
- > Presenter, **Non-Bankruptcy Alternatives**, National Association of Credit Management Book Publishers Credit Group, New York, NY, August 7, 2019
- > Speaker, **Reducing Trade and Compliance Risks in a Volatile 2019**, National Association of Credit Management, July 23, 2019
- > Presenter, **Knowing Your Customer's Legal Name And Organizational Structure: What's The Big Deal?**, Business Credit Intelligence Webinar, June 26, 2019
- > Presenter, **The Shifting Retail Landscape**, NFHBC Manufacturers Credit Group Forum, June 20, 2019
- > Presenter, **Where the Click is Mightier than the Pen**, Electrical Manufacturers National Credit Group, Secaucus, NJ, June 14, 2019
- > Presenter, **Proactive Steps to Protect Against Supplier or Customer Insolvencies/Bankruptcies**, Ministry of Corporate Affairs (MCA), June 6, 2019
- > Presenter, **Protecting Your Company in the Internet Age: The Role of Social Media in Credit and Collection**, National Association of Credit Management (NACM) 123rd Credit Congress & Expo, Aurora, CO, May 20, 2019
- > Presenter, **Shielding Your Bottom Line From the Corporate Debt Crisis**, National Chemical Credit Association (NCCA) Quarterly Credit Meeting, New York, NY, May 17, 2019
- > Presenter, **Navigating Lien and Trust Fund Rights, When a Party in the Construction Supply Chain Files Bankruptcy**, National Association of Credit Management (NACM), March 11, 2019
- > Presenter, **Current Hot Chapter 11 Issues Facing Trade Creditors**, National Chemical Credit Association Educational Conference, New Orleans, LA, February 21, 2019
- > Presenter, **Sears/Kmart, Toys "R" Us, and More**, National Media Credit Professionals, Sponsored by: ABC-Amega Inc., New York, NY, January 15, 2019
- > Presenter, **Protecting Your Company In The Internet Age: The Role of Social Media in Credit and Collection**, ABC-Amega Webinar, November 28, 2018
- > Presenter, **Retail Tsunami – 2018: Recent Developments and A Retrospective on Toys "R" Us, Sears and More**, NFHBC Manufacturers Credit Group Forum, Sponsored by: National Group Management Corporation, Clifton, NJ, November 15, 2018
- > Speaker, **Protecting Your Company In The Internet Age: The Role of Social Media in Credit and Collection**, Business Credit Intelligence Credit Summit 2018, New York, NY, November 13, 2018
- > Speaker, **Unsecured Creditor's Bankruptcy Concerns – Round 1 – "Speed Learning" Session**, Business Credit Intelligence Credit Summit 2018, New York, NY, November 12, 2018
- > Speaker, **Spotting and Reacting To Warning Signs of Financially Distressed Customers: Dodging the Bankruptcy Bullet**, National Association of Credit Management (NACM) South Central, 17th Annual Day at the Downs, Louisville, KY, November 9, 2018
- > Speaker, **Protecting Your Company In The Internet Age: The Role of Social Media in Credit and Collection**, National Association of Credit Management (NACM) South Central, 17th Annual Day at the Downs, Louisville, KY, November 9, 2018
- > Presenter, **Knowing Your Customer's Legal Name And Organizational Structure: What's The Big Deal?**, NACM Tampa Inc., November 8, 2018
- > Presenter, **The Changing Face of Chapter 11**, National Network of Credit & Financial Professionals, November 6, 2018
- > Speaker, **Retail Distress in 2018 and Beyond: Shielding Your Bottom Line From the Apocalypse**, 2018 GHTA Annual Conference, Phoenix, AZ, October 25, 2018
- > Speaker, **A View From The Bench And Bar: A Discussion Of Current Hot Bankruptcy Issues Facing Trade Creditors**, NACM Tampa, Inc. 2018 All-South Credit Conference, Clearwater, FL, October 21- 23, 2018
- > Speaker, **Spotting and Reacting To Warning Signs of Financially Distressed Customers: Dodging the Bankruptcy Bullet**, NACM Tampa, Inc. 2018 All-South Credit Conference , Clearwater, FL, October 22, 2018
- > Presenter, **Protecting Your Company In The Age of Electronic Transactions and Social Media: Where The Click Is Mightier Than The Pen**, Technology Impact in Order 2 Cash Discipline; Federation of Credit and Financial Professionals, Parsippany, NJ, October 12, 2018
- > Presenter, **Consignment Overview**, National Chemical Credit Association, October 11, 2018
- > Presenter, **Knowing Your Customer's Legal Name And Organizational Structure: What's The Big Deal?**, Polymer Distribution Group Annual Credit Meeting, New York, NY, October 10, 2018
- > Speaker, **Hot Topics and Important Developments in Preference Law**, ABI Unsecured Trade Creditor Committee, October 4, 2018
- > Presenter, **Protecting Your Company In The Age of Electronic Transactions and Social Media: Where The Click Is Mightier Than The Pen**, National Business Credit Exchange, Secaucus, NJ, September 17, 2018
- > Presenter, **Protecting Your Company In The Age of Electronic Transactions and Social Media**, Credit Research Foundation Credit Accounts Receivable Forum and Expo, JW Marriott Orlando, Grange Lakes, Orlando, FL, August 13, 2018
- > Presenter, **The Impact of Private Equity and Hedge funds on Trade Creditors' Rights**, CreditRiskMonitor, July 25, 2018
- > Presenter, **Protecting Your Company In The Internet Age: The Role of Social Media in Credit and Collection**, National Chemical Credit Association, June 27, 2018
- > **A Cautionary Tale of the 4 Cs of Credit in the Age of Electronic Transactions and Social Media**, NACM Credit Congress and Expo, Phoenix, AZ, June 12, 2018

- > **Navigating Lien and Trust Fund Rights When a Party in the Construction Supply Chain Files for Bankruptcy**, NACM Credit Congress and Expo, Phoenix, AZ, June 11, 2018
- > **The Retail Tsunami: How Should the Trade Respond?**, NACM Credit Congress and Expo, Phoenix, AZ, June 10, 2018
- > **Current Hot Chapter 11 Issues Facing Trade Creditors**, National Electrical Manufacturers Credit Group Meeting, New York, NY, June 7, 2018
- > **Mind Your T's and C's: The Battle Of the Documents**, Furniture Manufacturers Credit Association, Charlotte, NC, May 17, 2018
- > **Alternatives to Bankruptcy: The Impact on Trade Creditors**, NACM Book Publishers Credit Group, New York, NY, May 2, 2018
- > Presenter, **Current Hot Chapter 11 Issues Facing Trade Creditors**, Riemer Annual Conference 2018, New Orleans, LA, April 26, 2018
- > Presenter, **Protecting Your Company in the Digital Age**, 2018 NACM Commercial Services Annual Meeting, Portland, OR, April 19, 2018
- > **Contract Issues For the Media Credit Professional**, Hearst Credit Managers Summit 2018, Charlotte, NC, April 10, 2018
- > **The Retail Apocalypse and Its Impact on the Trade**, 2018 GAIN-PGI Educational Conference, San Francisco, CA, April 5, 2018
- > Presenter, **Hot Legal Topics in Credit**, CreditScape Spring Summit 2018, Credit Management Association, Garden Grove, CA, April 4, 2018
- > Presenter, **Contract Issues For the Media Credit Professional**, National Media Credit Professionals, New York, NY, March 15, 2018
- > Presenter, **My Customer Filed Bankruptcy: Now What?**, National Association of Credit Management Connect, Webinar, March 13, 2018
- > Presenter, **The Retail Tsunami: How Should the Trade Respond?**, National Association of Credit Management Graduate Student Alumni, Webinar, February 27, 2018
- > Presenter, **U.S. Bankruptcy Buffet Style With a Canadian Garnish**, National Food Management Group, Fort Lauderdale, FL, February 13, 2018
- > Presenter, **My Customer Filed Bankruptcy: Now What?**, National Association of Credit Management Book Publishers Credit Group, New York, NY, February 7, 2018
- > Presenter, **Hot Chapter 11 Issues Facing Trade Creditors**, ABC-Amega, Webinar, January 24, 2018
- > Presenter, **My Customer Filed Bankruptcy: Now What?**, National Association of Credit Management Teleconference, December 13, 2017
- > Presenter, **Retail Tsunami: A Perspective on Recent Chapter 11 Cases**, BCCA Media Credit Seminar, New York, NY, November 17, 2017
- > Presenter, **Selling to a Debtor in Chapter 11**, National Metal Importers Credit Group Teleconference, November 17, 2017
- > Presenter, **Electronic Transactions, Where The Click Is (Sometimes) Mightier Than the Pen**, National Association of Credit Management, Indianapolis, IN, November 16, 2017
- > Presenter, **Is Your Ship Stranded at Sea: Demystifying Chapter 15 of the Bankruptcy Code and Recent Cross Border Insolvency Developments**, National Association of Credit Management, Indianapolis, IN, November 15, 2017
- > Presenter, **F&D Reports/CreditIntell/ARMS Meeting**, New York, NY, November 13, 2017
- > Presenter, **The Impact of Increased Private Equity and Hedge Fund Activity of Chapter 11/Creditors' Rights: The New Normal?**, CreditRisk Monitor, New York, NY, November 9, 2017
- > Presenter, **Unlocking Chapter 15 of the Bankruptcy Code and Recent Cross-Border Insolvency Development**, Credit Research Foundation Webinar, November 8, 2017
- > Presenter, **Warning Signs of and Responding to Financially Distressed Customers: Dodging the Bankruptcy Bullet**, BCCA Media Credit Seminar, New York, NY, November 7, 2017
- > Presenter, **Legal Options For the Delinquent Customer: A Successful War Story**, National Association of Credit Management's Household Goods Transportation Industry Credit Group, Pompano Beach, FL, October 23, 2017
- > Presenter, **Electronic Transactions, Where The Click Is (Sometimes) Mightier Than the Pen**, National Association of Credit Management, Chicago, IL, October 19, 2017
- > Presenter, **Is Your Ship Stranded at Sea: Demystifying Chapter 15 of the Bankruptcy Code and Recent Cross Border Insolvency Developments**, National Association of Credit Management, Chicago, IL, October 18, 2017
- > Presenter, **International Best Practices Forum: Demystifying Chapter 15 of the Bankruptcy Code**, Credit Management Association Webinar, October 17, 2017
- > Presenter, **The Retail Apocalypse: How Does the Trade Respond?**, National Association of Credit Management' Luggage and Travel Industry Credit Group, New York, NY, October 16, 2017
- > Presenter, **War of the Documents: Mind Your Ts and Cs**, Polymer Distribution Group, New York, NY, October 10, 2017
- > Presenter, **Current Hot Chapter 11 Issues Facing Trade Creditors**, Credit Research Foundation Webinar, September 26, 2017
- > Presenter, **Bankruptcy: A View from the Bench and Bar**, 2017 NACM All-South Credit Conference, Clearwater, FL, September 19, 2017
- > Presenter, **Protecting Your Company's Credit & Collections in the Internet Age**, ABC/Amega Webinar, September 14, 2017
- > Presenter, **Electronic Transactions, Where the Click is (Sometimes) Mightier Than the Pen**, National Association of Credit Management Connect, St. Louis, MO, September 12, 2017
- > Presenter, **Loose Lips Sink Ships**, National Association of Credit Management Teleconference, September 6, 2017

- > Presenter, **Demystifying Trade Credit Insurance – A Guide to Understanding and Negotiating Your Credit Insurance Policy**, Finance, Credit and International Business Association Webinar, August 22, 2017
- > Presenter, **My Customer Filed Bankruptcy: Now What?**, Credit Management Association Webinar, August 17, 2017
- > Presenter, **Spotting and Reacting to Warning Signs of Financially Distressed Customers: Dodging the Bankruptcy Bullet**, National Consumer Products Manufacturers Credit Group, Chicago, IL, August 10, 2017
- > Presenter, **The Impact of Increased Private Equity and Hedge Fund Activity on Chapter 11/Creditors' Rights: The New Normal?**, Credit Research Foundation's Credit & Accounts Receivable Forum & Expo, Denver, CO, August 7, 2017
- > Presenter, **The Impact of Increased Private Equity and Hedge Fund Activity on Chapter 11/Creditors' Rights: The New Normal?**, National Association of Credit Management's Book Publishers Credit Group, New York, NY, August 2, 2017
- > Presenter, **Antitrust Essentials for Credit Professionals**, Credit Management Association Webinar, July 25, 2017
- > Presenter, **Differences Between Chapters 7 and 11 Bankruptcy**, Credit Management Association Webinar, July 21, 2017
- > Presenter, **Using Risk Mitigation Tools to Say Yes When Unsecured Open Account Terms Are too Risky**, National Association of Credit Management Annual Credit Congress, Grapevine, TX, June 13, 2017
- > Presenter, **U.S. Supreme Court Update: Cases and Decisions That Could Impact Trade Creditors**, National Association of Credit Management Annual Credit Congress, Grapevine, TX, June 12, 2017
- > Presenter, **Spotting and Reacting to Warning Signs of Financially Distressed Customers: Dodging the Bankruptcy Bullet**, National Electrical Manufacturers Credit Group, Secaucus, NJ, June 8, 2017
- > Presenter, **Bankruptcy: Back to Basics and then Some**, National Food Service Manufacturers Credit Group, Chicago, IL, June 7, 2017
- > Speaker, **Is Your Ship Stranded at Sea? Demystifying Chapter 15 of the Bankruptcy Code and Recent Cross-Border Insolvency Developments**, NACM Northwest, March 17, 2017
- > Presenter, **The Anatomy of a Liquidating Chapter 11 Case**, Cosmetic Drug Allied Lines Group, Clifton, NJ, March 16, 2017
- > Speaker, **Is Your Ship Stranded at Sea? Demystifying Chapter 15 of the Bankruptcy Code and Recent Cross-Border Insolvency Developments**, Finance, Credit & International Business Association, March 2, 2017
- > Presenter, **The Impact of Increased Private Equity and Hedge Fund Activity on Creditors' Rights in the Chemical Industry: The New Normal?**, National Chemical Credit Association Annual Educational Conference, Scottsdale, AZ, February 22, 2017
- > Speaker, **Seminar on Bankruptcy and Creditors' Rights Issues**, Northeast CORE (Chief Officers Reaching Excellence) Group, International Housewares Association, Fort Lee, NJ, December 7, 2016
- > Speaker, **Spotting and Reacting to Warning Signs of Financially Distressed Customers: Dodging the Bankruptcy Bullet**, National Steel Mill Credit Group, Scottsdale, AZ, November 17, 2016
- > Presenter, **Spotting and Reacting to Warning Signs of Financially Distressed Customers: Dodging the Bankruptcy Bullet**, 2016 Central Region Credit Conference, Independence, OH, November 9, 2016
- > Panelist, **Credit & Collections Q&A Roundtable: Ask the Experts!**, Webinar, November 8, 2016
- > Presenter, **Canadian Bankruptcy Law Buffet Style With a U.S. Garnish**, NACM, Webinar, October 24, 2016
- > Presenter, **Spotting and Reacting to Warning Signs of Financially Distressed Customers: Dodging the Bankruptcy Bullet**, NACM Connect 2016 Credit Conference, Rolling Meadows, IL, October 19, 2016
- > Presenter, **Spotting and Reacting to Warning Signs of Financially Distressed Customers: Dodging the Bankruptcy Bullet**, Western Industry Credit Organization, Dallas, TX, October 14, 2016
- > Presenter, **Risk Mitigation Tools When Unsecured Open Account Terms Are Too Risky**, NCCA 2016 Fall Quarterly Meeting, Niagara Falls, Ontario, September 23, 2016
- > Presenter, **Current Hot Chapter 11 Issues Facing Trade Creditors**, Business Credit Intelligence Credit Summit 2016, Old Saybrook, CT, September 20, 2016
- > Presenter, **Can a Creditor Have Its Section 503(b)(9) Cake and Eat It, Too?**, NACM Steel Importers Credit Group, Teleconference, September 16, 2016
- > Presenter, **Spotting and Reacting to Warning Signs of Financially Distressed Customers: Dodging the Bankruptcy Bullet**, NACM Eastern Region Conference, Rochester, NY, September 14-15, 2016
- > Presenter, **Loose Lips Sink Ships**, NACM, Webinar, September 7, 2016
- > Presenter, **Demystifying Credit Insurance: A Guide to Understanding and Negotiating Your Credit Insurance Policy**, National Association of Credit Management's Credit Congress and Exposition, Las Vegas, NV, June 13-15, 2016
- > Presenter, **Legal Issues of Credit and Current Hot Bankruptcy Issues Facing Trade Creditors and the Future of Chapter 11**, Media Finance Focus 2016, Denver, CO, May 23, 2016

- > Presenter, **War Stories on Increasing Sales, Protecting Future Receivables, and Surviving Bankruptcy**, Riemer Conference, Philadelphia, PA, April 21, 2016
- > Presenter, **Spotting and Reacting to the Warning Signs of a Financially Distressed Customer: Dodging the Bankruptcy Bullet**, Gateway Region Annual Meeting, Maryland Heights, MO, April 7, 2016
- > Presenter, **Mind Your Ts and Cs**, National Association of Credit Management, Teleconference, April 4, 2016
- > Presenter, **Mining for Hidden Assets and Liabilities: Unlocking a Financially Distressed Customer's Balance Sheet**, Credit Research Foundation (CRF) Credit & Accounts Receivable Open Forum, Marina del Rey, CA, March 22, 2016
- > Presenter, **Risk Mitigation Tools: Purchase Money Security Interests, Guarantees, and Letters of Credit**, Advanced Energy Industries Inc., Denver, CO, March 10, 2016
- > Presenter, **Mind Your Ts and Cs**, National Interior Decor & Hospitality Credit Group, Orlando, FL, February 22, 2016

EDUCATION

- > University of Pennsylvania Law School (J.D. 1980)
- > Wharton School of Finance and Business (M.B.A. 1980)
- > University of Rochester (B.A. 1976), Phi Beta Kappa

ADMISSIONS

- > New York